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Energy Analysis and Feasibility Studies

***Distributed Energy Resources
for Federal Facilities
Atlanta, Georgia
May 23-24, 2002***

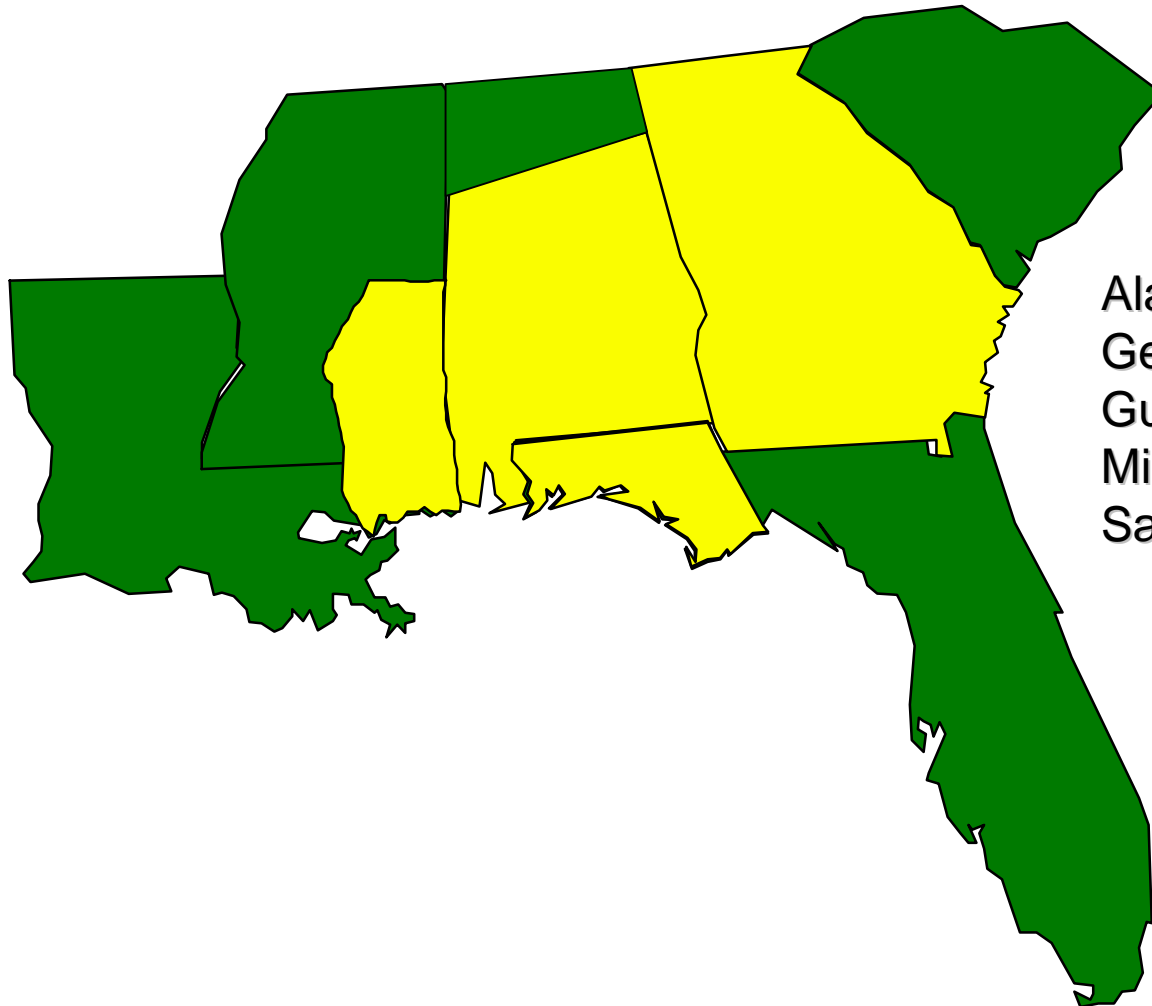
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Southern Company Overview

- ***Parent Company of five electric utility companies***
- ***\$35 Billion in Assets***
- ***26,021 employees system wide***
- ***Ranked No.1 as the “Most Respected” in the electric utility category in Fortune Magazine’s “Corporate Reputations” survey (March 2002)***

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Southern Company Service Territory



Alabama Power Company
Georgia Power Company
Gulf Power Company
Mississippi Power Company
Savannah Electric and Power
Company

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Federal Business Profile

- ***26 Major DoD installations***
- ***2,900 Federal civil agencies***
- ***\$142,500,000 annual revenue***
- ***\$81,000,000 in energy contracts***

DER Applications

- ***Standby generation***
- ***Peak shaving***
- ***Remote/stand alone generation***
- ***Combined heat and power
(CHP or Cogeneration)***

DER Feasibility Elements

- ***Prevailing energy cost***
- ***Air quality considerations***
- ***Cost ceiling***
- ***Payback***
- ***Heat-generation match***
- ***Interconnection requirements***

Sources of Help

- ***Department of Energy***
 - Federal Energy Management Program (FEMP)
 - Oak Ridge National Laboratory (ORNL)
 - National Renewable Energy Laboratory (NREL)
- ***Serving utility company***
- ***Energy Service Companies***
- ***Equipment vendors/manufacturers***

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Utility Support

- *Initial audit*
- *Feasibility study*
- *Engineering and design*
- *Installation*
- *Financing*
- *Operations and maintenance*